

## Message Text

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PAGE 01 VIENNA 00789 030825Z

17

ACTION IO-03

INFO OCT-01 SS-14 ISO-00 EUR-08 EB-03 OIC-01 L-01 TRSE-00

/031 W

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R 030750Z FEB 76

FM AMEMBASSY VIENNA

TO SECSTATE WASHDC 7689

INFO USMISSION USUN

LIMITED OFFICIAL USE VIENNA 0789

LIMDIS

E.O. 11652: N/A

TAGS: UNIDO, EIND, APER (REIDHEAD, PARIS W)

SUBJECT: UNIDO - US CONSULTANT TO EXPLORE POSSIBILITIES FOR  
REDEPLOYMENT OF US INDUSTRIES

REF: STATE 21560

1. ON JAN 30 A CONSULTANCY SERVICE CONTRACT WAS SIGNED  
IN VIENNA BETWEEN UNIDO AND AMERICAN CONSULTANT PARIS W.  
REIDHEAD. THE CONTRACT IS OF NOTE, ACCORDING TO UNIDO, ON  
TWO COUNTS: (A) THIS IS A RARE CASE OF EXTENDED SERVICE  
CONTRACT UNDER WHICH THE CONSULTANT WILL WORK ENTIRELY IN  
A DEVELOPED COUNTRY AND (B) THIS IS THE FIRST SUCH CONTRACT  
ENTERED INTO IN FOLLOW-UP OF LIMA AND SS-7 LOOKING TO CONCRETE  
ACTION IN THE FIELD OF "REDEPLOYMENT" OF INDUSTRY. THE CONTRACT,  
WHICH RUNS TO DEC 31, 1976, CALLS FOR REIDHEAD TO EXPLORE  
AND IDENTIFY WITHIN THE AMERICAN BUSINESS COMMUNITY  
POSSIBILITIES FOR AND INTEREST IN "REDEPLOYMENT" OF  
INDUSTRIAL OPERATIONS TO DEVELOPING COUNTRIES.

2. DURING HIS STAY IN VIENNA REIDHEAD CALLED TO  
INTRODUCE HIMSELF AND BRIEF MISSION ON BACKGROUND  
AND SUBSTANCE OF THE CONTRACT. ORIGINS OF ARRANGEMENT  
LAY IN CONVERSATIONS BETWEEN REIDHEAD AND AFIFI IN  
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PAGE 02 VIENNA 00789 030825Z

NEW YORK DURING 30TH GA AT WHICH TIME AFIFI APPARENTLY

HAD IN MIND USING REIDHEAD TO LOCATE US CONSULTING FIRMS AND/OR INDIVIDUAL EXPERTS TO WORK ON UNIDO FIELD PROJECTS. DURING REIDHEAD'S VISIT TO VIENNA LAST WEEK TO FOLLOW UP ON THESE CONVERSATIONS, OBJECTIVE OF THE ARRANGEMENT WAS SHIFTED TO FOCUSING ON REDEPLOYMENT OF AMERICAN INDUSTRIES. ACCORDING TO REIDHEAD, HE INTENDS TO LOOK INTO POSSIBILITIES PARTICULARLY AT LEVEL OF MIDDLE-SIZED AND SMALLER INDUSTRIAL FIRMS AND IN CONNECTION WITH MANUFACTURING PROCESSES WHICH ARE HAVING PARTICULAR PROBLEMS IN OBTAINING NECESSARY FACTORS OF PRODUCTION DOMESTICALLY, WHICH PROBLEMS MIGHT BE MET BY ESTABLISHING IN A DEVELOPING COUNTRY. REIDHEAD CITED AS AN EXAMPLE THE DIFFICULTIES WHICH THE US GLOVE INDUSTRY HAS BEEN MEETING IN OBTAINING THE REQUISITE LABOR FORCE.

3. INTERESTING ASPECT OF ARRANGEMENT IS THAT, ALTHOUGH AFIFI IS NO LONGER DIRECTOR OF DIVISION RESPONSIBLE FOR INTERNATIONAL CONSULTATIONS AND NEGOTIATIONS (AS DEPT AWARE THIS FUNCTION IS SINCE THE REORGANIZATION LOCATED IN DIVISION OF POLICY COORDINATION HEADED BY NAPOLIELLO), IT WAS AFIFI WHO HANDLED NEGOTIATION AND SIGNING OF REIDHEAD'S CONTRACT. MOREOVER, REIDHEAD WILL BE WORKING UNDER AND REPORTING TO AFIFI. FROM NAPOLIELLO'S COMMENTS TO US (SEPTEL REPORTS OUR MEETING WITH HIM) WE GATHER HE WAS NOT DISPOSED TO ASSERT JURISDICTION OF HIS DIVISION IN THIS MATTER AT LEAST AT THIS STAGE.

4. REIDHEAD INTENDS TO CONTACT FIGGINS IO/CMD FOLLOWING HIS RETURN TO WASHINGTON. WE ALSO SUGGESTED HE GET IN TOUCH WITH NESVIG EB.

5. NOT CLEAR TO US WHAT KIND OF CLEARANCE REIDHEAD REQUIRES UNDER E.O. 10422. HIS ADDRESS GIVEN AS SUITE 500, 1819 H. STREET, N.W. WASHINGTON. STIBRAVY

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## Message Attributes

**Automatic Decaptioning:** Z  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** INDUSTRIAL DEVELOPMENT, PERSONNEL ASSIGNMENTS, CONSULTANTS, DEVELOPMENT PROGRAMS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 03 FEB 1976  
**Decaption Date:** 28 MAY 2004  
**Decaption Note:** 25 YEAR REVIEW  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** morefirh  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1976VIENNA00789  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D760040-0176  
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**Handling Restrictions:** n/a  
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**Line Count:** 96  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION IO  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** LIMDIS  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** LIMDIS  
**Reference:** 76 STATE 21560  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** morefirh  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 26 MAR 2004  
**Review Event:**  
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**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** UNIDO - US CONSULTANT TO EXPLORE POSSIBILITIES FOR REDEPLOYMENT OF US INDUSTRIES  
**TAGS:** EIND, APER, UNIDO, (REIDHEAD, PARIS W)  
**To:** STATE  
**Type:** TE  
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